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# Grants Management Training Program

The TEAM Approach

*“we are only as strong as our  
weakest link”*

# Grants Management Training Program

- Grants – A mechanism to enhance delivery of outstanding customer service
  - EMPOWERMENT
  - EXCITEMENT
  - ENTHUSIASM



# Grants Management Training Program

- TEAM INVOLVEMENT
  - Grant Administrators
  - Program Managers
  - Fiscal Managers
  - Procurement Officers
  - Management/Budget Reps.



# Grants Management Training Program

- A two pronged approach
  - Increasing participation
  - Strengthening “core” grants management



Governor's Grants Office

[www.governor.maryland.gov/grants.html](http://www.governor.maryland.gov/grants.html)

# Winning an Award

- Are you chasing the money?!?
- Strategic Analysis
  - Vision
  - Mission
  - Cost/Benefit
  - Organizational Capacity
  - Organizational Capability



# Winning an Award

- How To Identify Funding Sources
- How To Write A Strong Narrative
- How To Prepare A Reasonable Budget



# Managing the Award

- Mastering the internal process - Team approach
  - Procurement and Grants: How They Work Together
  - Grants and the Legislative Process
  - Continuous Process Improvement



# Managing the Award

- Legal Flow down
  - Authorizing Legislation
  - Uniform Administrative Requirements
  - Cost Principles
  - Audit Requirements
  - Federal Agency Requirements
    - Code of Federal Regulations (CFR's)
  - State Requirements
  - Local Requirements





# Subrecipient/Subgrantee Management

- OMB Circulars A-102 & A-133
  - Vendor Contracts vs. Subawards
  - Technical Assistance to Subgrantee's
  - Imposing additional reporting requirements
  - Imposing additional program requirements



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# Subrecipient/Subgrantee Management

- OMB Circulars Knowledge
  - Government Entities
    - A-102, A-87, A-133
  - Non-Profits
    - A-110 shifted to 2 CFR 215, A-122, A-133
  - Educational Institutions
    - 2 CFR 215, A-21, A-133
  - Commercial Organizations
    - FAR 31.2



# Networking and Leveraged Partnerships

- Federal Partners
- State Partners
- Local/Municipal Partners
- Foundations
- Business Community



# Professional Associations

- Association of Baltimore Area Grant Makers
- Maryland Association of Nonprofit Organizations
- **National Grants Management Association**
  - Targeted Training Opportunities
  - Networking w/Grants Professionals
  - Annual National Conference
  - Torryn Brazell, Executive Director



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